

Bal Swan Children's Center

ANNUAL REPORT
2022



EXECUTIVE DIRECTOR

DEBBIE KUNZ



Thank you for being a part of the Bal Swan community! As we wrapped up the 2022 fiscal year, life had a resemblance to the “normal” we knew pre-pandemic. Classrooms were full again and children could interact with others. Parents came into the building and were able to build relationships with one another again, which is critical to the survival of the early childhood parenting years. Although staying home with young children was great for the parent-child bond, it also led to a fair amount of social anxiety and separation anxiety for parents and children.

At the 2022 Bal Swan Ball, which was held in a hybrid format, we celebrated the unique strengths of others and encouraged our partners to live the Bal Swan “dream” by developing tangible skills that help people feel empowered, loved and fulfilled:

- D - Define by Strengths (look at others through a lens of strength)
- R - Resilience (forged THROUGH adversity not DESPITE adversity)
- E - Empathy (seeing the world through the eyes of others)
- A - Affirmation (try to have at least a 5:1 ratio of positives to negatives in interactions with others)
- M - Mindfulness (Give words to emotions and learn to observe emotions without judging them)

Bal Swan Children’s Center intentionally practices the above-mentioned skills, allowing Bal Swan to be a safe and welcoming place for all children and families. Children know they are valued and loved, and the academic and social environment is one of celebrating each individual’s contribution to the community.

You are part of helping Bal Swan achieve its vision of “imparting lifelong skills of acceptance and respect.” We thank you for your support and partnership!



FINANCIAL SUMMARY

FY: 2022

Bal Swan Children's Center

| Part I | | Summary | | | |
|-----------------------------|-----|--|--|--------------|--|
| Activities & Governance | 1 | Briefly describe the organization's mission or most significant activities: <u>The School provides early childhood intervention services</u> | | | |
| | 2 | Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets. | | | |
| | 3 | Number of voting members of the governing body (Part VI, line 1a) | 3 | 13 | |
| | 4 | Number of independent voting members of the governing body (Part VI, line 1b) | 4 | 13 | |
| | 5 | Total number of individuals employed in calendar year 2021 (Part V, line 2a) | 5 | 56 | |
| | 6 | Total number of volunteers (estimate if necessary) | 6 | 65 | |
| | 7a | Total unrelated business revenue from Part VIII, column (C), line 12 | 7a | 0. | |
| | b | Net unrelated business taxable income from Form 990-T, Part I, line 11 | 7b | 0. | |
| Revenue | | | Prior Year | Current Year | |
| | 8 | Contributions and grants (Part VIII, line 1h) | 743,924. | 637,779. | |
| | 9 | Program service revenue (Part VIII, line 2g) | 868,833. | 1,167,149. | |
| | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | 6,152. | 6,176. | |
| | 11 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | 210,284. | 214,419. | |
| | 12 | Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 1,829,193. | 2,025,523. | |
| Expenses | 13 | Grants and similar amounts paid (Part IX, column (A), lines 1-3) | | | |
| | 14 | Benefits paid to or for members (Part IX, column (A), line 4) | | | |
| | 15 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | 1,178,220. | 1,423,100. | |
| | 16a | Professional fundraising fees (Part IX, column (A), line 11e) | | | |
| | | b | Total fundraising expenses (Part IX, column (D), line 25) ▶ 175,919. | | |
| | 17 | Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) | 395,422. | 478,408. | |
| | 18 | Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | 1,573,642. | 1,901,508. | |
| | 19 | Revenue less expenses. Subtract line 18 from line 12 | 255,551. | 124,015. | |
| Net Assets or Fund Balances | | | Beginning of Current Year | End of Year | |
| | 20 | Total assets (Part X, line 16) | 2,868,402. | 2,754,612. | |
| | 21 | Total liabilities (Part X, line 26) | 542,719. | 304,914. | |
| | 22 | Net assets or fund balances. Subtract line 21 from line 20 | 2,325,683. | 2,449,698. | |

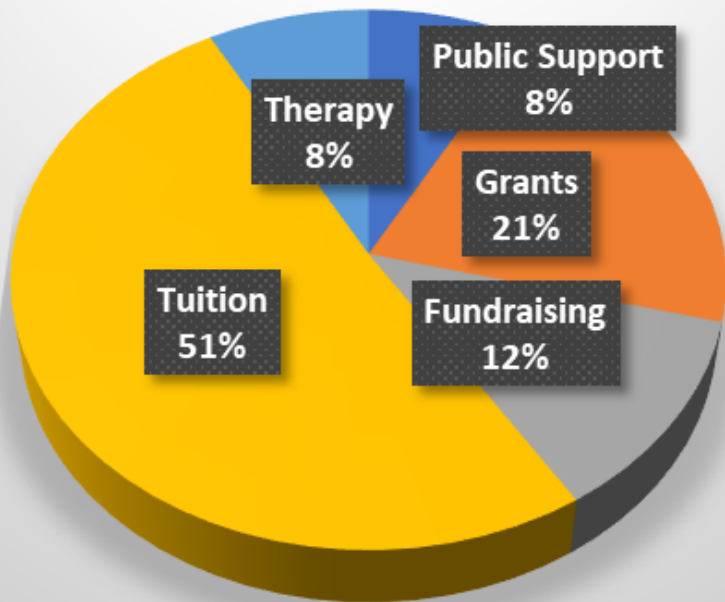
The 2021-2022 financials indicate another year of lower tuition revenue and incredible public support. Colorado used some of the stimulus funds to support the early childhood sector, and Bal Swan was a recipient of a stabilization grant. These funds helped us recruit and retain staff in a time when the early childhood workforce was dramatically shrinking. Additionally, individual donors in the community continued to demonstrate their value of inclusive, social-emotional teaching by supporting Bal Swan Children's Center financially. Another grant from stimulus funds enabled Bal Swan to hire a behavioral therapist on our staff. Having this added layer of therapy support to supplement the occupational and speech therapy has been a huge asset.

When the pandemic began, Bal Swan reduced its overhead significantly and these trends have continued as we try to put as many resources into the children as possible. Our small administrative team keeps Bal Swan operating in an efficient way so the children and families can always be our focus.

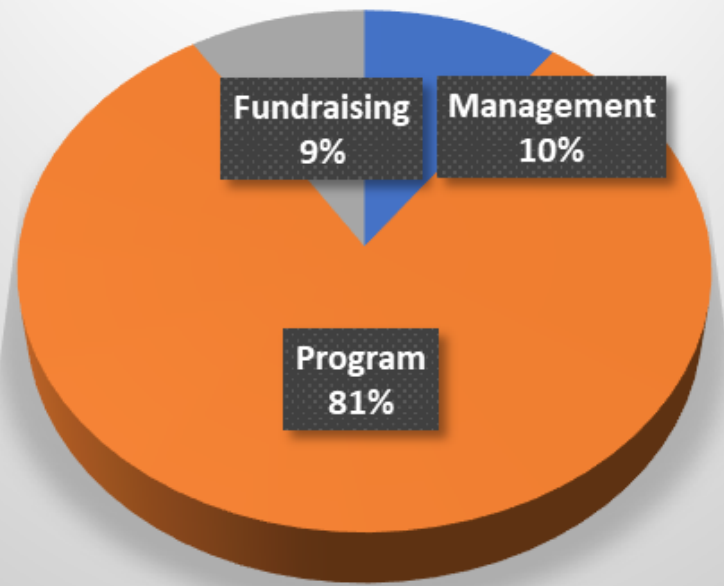
FINANCIAL STATEMENT

FY: 2021-2022

Revenue



Expenses



Bal Swan continues to rely heavily on community support for its operations. As you can see, tuition only brought in 51% of Bal Swan's overall revenue for the year, whereas grants contributed 21% and individual and business contributions 8%. Grant support declined from fiscal year 2021 but remained strong and helped us sustain operations. Revenue from therapy offerings increased from 4 to 8% during the fiscal year, demonstrating the growth of the therapy department.

Regarding expenses, Bal Swan's expense for overhead continues to decline, with only 10% of expenses going to management overhead. Over 80% of our expenses are directly related to our program of high-quality, inclusive, individualized educational and therapeutic offerings for children.

As the economy has shifted, we have seen a significant decrease in business and individual contributions. These contributions decreased to only 8% of revenues, which is lower than any percentage in the last decade.

Because of Bal Swan's child-focused model, with low teacher-student ratios, therapy support at no cost to parents, and a highly educated staff, Bal Swan would operate at a loss if not for community and grant support. The cost of operating cannot be completely passed on to the parents through tuition. Losses are indicated below:

Loss of educating a neurotypical child: \$4,000/year
Loss of educating a neurodiverse child: \$11,000/year

BOARD OF DIRECTORS

FY: 2022

Jennifer Korb
President

Sabina Raver
Vice President

Emily Scott
Secretary

Jonathon Tuccio
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Members at Large

Angela Graziano

Jennie Harrison

Andrew Joo

Greg Weaver

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Vanessa Lacayo

Dina Storz

Ben Vagher

Laura Jo Pfaff



DONORS & SPONSORS

FY: 2022

\$10,000 & Higher

Dottie Gillespie
Anonymous
Megan and Thomas Kranz
Virginia W. Hill Foundation
Varra Companies
Broomfield Human Services
Adams County Foundation
Radian Guaranty, Inc.
Tinsley-PR LLC
JJ Huddart Trust
Anonymous

\$5,000 - \$9,999

A-1 Chipseal Co.
Bev Bateman
Anschutz Family Foundation
Broomfield Family Practice
Yarg Foundation
The Broomfield Community Foundation
Peter & Rachel Varra
Wendy Siegrist
Adolfson & Peterson (in-kind)

\$1,000 - \$4,999

Francis Hillenbrand
Hunter Douglas
Kathryn & Jeffrey Berg
The Allen Company
The Sam S. Bloom Foundation
Omni Hotels and Resorts
Ensemble Charite
Corp Pro Events
First Interstate Bank
Thomas Halloran
Tracy & Kori Gonzales
Janice & Dennis Jones
Andrew & Emily Joo
Debbie & Paul Kunz
Cindy & Paul Orzech
Madison Peterson
John Poitevin
Lindsey Rabaut
Bill & Sandy Ray



"There's no such thing as a small act of kindness. Every act creates a ripple with no logical end."

Scott Adams

DONORS & SPONSORS

FY: 2022

\$1,000 - \$4,999

Christine Rogers
Hunter Douglas Window Designs, Inc.
Michelle & Derek Sandoval
Sunflower Bank
Alexandra & Robert Schneider
Dina & Eddie Storz
Nicholas Steinbaugh
Team Select Home Care
Dianne & Daniel Tully
Ben & Katherine Vagher
Kristin & Daren Young
Longmont Community Foundation
Fidelity Charitable
Ent Credit Union
Helmerich & Payne, Inc
Fort Collins Parents of Multiples Club
Kroger
Arc Thrift Store
First Western Trust
The Fred L Spallone Family Fund
Janice Moore
Holly & Nate Little
Brooke & Ben Bacon
Anonymous
Bob & Beth Davis
Kelly & Mike Day
Colby & Tara Kostur
Vinny & Mandie Pallone
Sabina & Paul Raver
Tom & Julia Stone
Guyleen Castriotta
Larry Cooper
Amy & Jon Cooper
Dr. Nancy Greer (in-kind)
Our Broomfield Magazine (in-kind)
Blue Credit Union (in-kind)
Hunter Douglas (in-kind)
Broomfield Lifestyle Magazine (in-kind)

\$500 - \$999- 31 donors

\$100 - \$499- 130 donors

0 - \$99- 62 donors



"A single act of kindness throws out roots in all directions, and the roots spring up and make new trees."

Amelia Earhart

www.balswan.org

LOOKING AHEAD

The Bal Swan Children's Center Board has been taking bold steps to increase our presence in the community. Today's children and families need and deserve a place where they feel a sense of belonging, and Bal Swan is planning growth to cement those feelings of worth and help children achieve their full potential - academically, socially and emotionally. In the next 1-2 years, Bal Swan will be raising funds to build an entirely new campus. Future offerings will include the following:

- Pediatric therapy for children from birth - age 10
- Parent-child classes such as music, infant massage and more
- Infant and toddler care (full and part-time)
- Increased preschool offerings
- Elementary school classes for children from PreK or Kindergarten through grade 5



For the elementary portion, Bal Swan will be seeking a charter with Boulder Valley School District. We are hopeful the School District will decide to authorize our charter and showcase the powerful benefits of small, inclusive classrooms with differentiated teaching and learning, rich social emotional teaching and individualized opportunities for ALL students. Research indicates that inclusive classrooms lead to a greater sense of belonging for all students, regardless of where they sit under any statistical bell curve.

You are invited to participate in our growth! Whether you like advocacy, finances, curriculum or community, Bal Swan needs you. Please reach out to Debbie if you would like to be a part of this movement to redefine education!

BAL SWAN CHILDREN'S CENTER

WHERE EVERY CHILD BELONGS

"We are on a good path forward and are extremely grateful for Bal Swan's significant role in our lives. We appreciate each of you so much and feel incredibly blessed to be part of this community." Bal Swan Parent



"Thank goodness we found this gem, Bal Swan! Our son's teachers are incredible. They connect deeply with each child, create a fun inclusive classroom, and invest so much time and energy into communication (newsletters, photos, class curriculum) which incites wonderful dinner conversations that actively engage our child. Bal Swan's therapy team has been instrumental in our family's journey." Bal Swan Parent



"The old saying that it takes a village holds true. It was fun to see our child develop social and emotional skills that we did not teach her. I am confident that the impact you all had on her development will last a lifetime." Bal Swan Parent

